

**First-quarter 2018 revenue: €18.3m**

Channels business line up 9.7% at constant exchange rates (2.2% at current rates)

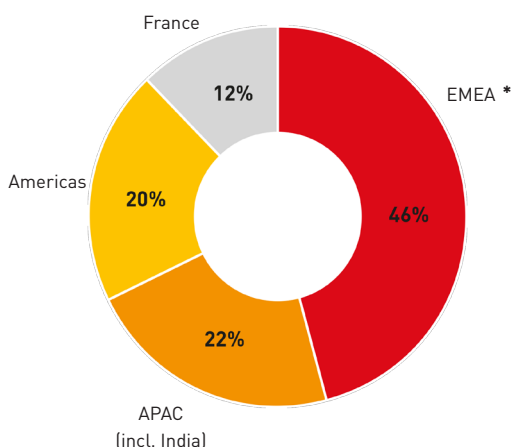
Projects business line impacted by orders

Revenue guidance confirmed

**Angers, April 10, 2018 - Evolis, world leader in plastic card customization solutions, posted revenue of €18.3m in first-quarter 2018, down 1.6% on first-quarter 2017 at constant exchange rates (-8.4% at current exchange rates).**

Commenting, Emmanuel Picot, Chairman and CEO of Evolis, said: “The quarter confirms the momentum of the Channels business line, which will continue to benefit from the effects of product launches throughout the year. The Projects business line has a high number of contracts under signature, which will offset the order gap in the first quarter. Consequently, we are confirming our revenue guidance for 2018.

**88%**  
of sales generated  
in the international  
market  
in first-quarter 2018



\*Europe (excl. France), Middle-East, Africa

REVENUE BY BUSINESS LINE

Consolidated revenue in €m at 31/03/2018	Q1 2017	Q1 2018	Change	Change CER**
Channels	13.0	13.3	2.2%	9.7 %
Projects	5.9	3.9	-34.2%	-27,4 %
Others*	1.1	1.1	3.7%	3.7 %
<b>Total</b>	<b>19.9</b>	<b>18.3</b>	<b>- 8.4%</b>	<b>-1.6 %</b>

\* Primarily accessories (Sogedex) and software (cardPresso).

\*\* At constant exchange rates: average exchange rate in Q1 2017 applied to Q1 2018

## CONTRASTED PERFORMANCES BETWEEN BUSINESS LINES

**The Channels business line** recorded revenue of €13.3m, up 2.2% (+9.7% at constant exchange rates). Business continues to trend positively across all distribution channels. The strong momentum of Edikio solutions in food labeling is driving growth in the EMEA region.

**The Projects business line** was impacted over the quarter by the combination of several factors:

An unfavorable comparison basis in the Middle East, where Evolis signed a substantial banking project in first-quarter 2017; a shortfall in order-taking in the US banking market; a decrease in orders in the Aadhaar government program in India; and the impact of the EUR/USD exchange rate.

Overall, revenue for the Projects business line came out at €3.9m, down 34.2% (-27.4% at constant exchange rates). Evolis has several growth sources for its Projects business line. In the Middle East region, banking projects are currently being signed. In the United States, Evolis' banking partners have reconfirmed their revenue objectives. Evolis is confident that the shortfall is merely temporary. Lastly, in India, the new team is pursuing its efforts to grow business activity. Given these factors, the Projects business line will regain its growth momentum in the coming months.

## REVENUE BY GEOGRAPHIC REGION

Consolidated revenue (in €m) at 31/03/2018	Q1 2017	Q1 2018	Change	Change CER.**
EMEA	10.6	10.6	0.6%	3.2%
Asia-Oceania (incl. India)	4.8	4.0	-15.9%	-5.0%
Americas	4.5	3.6	-21.5%	-9.2%
<b>Total</b>	<b>19.9</b>	<b>18.3</b>	<b>-8.4%</b>	<b>-1.6%</b>

\*\* At constant exchange rates: average exchange rate in Q1 2017 applied to Q1 2018.

## VARIABLE QUARTER ACCORDING TO GEOGRAPHICAL REGION

**Geographically**, the business trend was contrasted from one region to the next. The EMEA region posted growth (+3.2% at constant exchange rates), with Europe and Africa continuing to make strong headway. The performance in the Asia-Oceania region was impacted by business activity in India, concealing the gains in the Asia-Pacific and China regions. Evolis benefited from the excellent start-up of business in China, with revenue up 76.2% in the quarter.

In the Americas region, South America reported strong growth both in the Channels and Projects business lines. North America continues to actively implement its operational reorganization, which should generate initial revenue impacts in the second half of the year.

## ANNUAL REVENUE GUIDANCE CONFIRMED

Business activity in the quarter was marked in part by unfavorable one-off factors. Confident of regained momentum in the Projects business line in the coming months, Evolis is confirming its 2018 revenue guidance of 8% growth at current exchange rates. The target is based on a EUR/USD rate of 1.20. At constant exchange rates, Evolis expects its business activity to grow 12%.

Evolis is also confirming its objective of €100m in annual revenue by 2020.

### Next key dates:

**First-half 2018 revenue: July 24, 2018 after close of trading**

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### ABOUT EVOLIS (Euronext Growth: ALTVO)

Evolis, a world leader, designs, manufactures, and markets a comprehensive range of plastic card personalization solutions. Evolis card printers come with all the options needed for graphic, magnetic and electric personalization (contact or contactless chip cards – RFID technology) of all types of cards (national ID cards, payment cards, employee badges, student cards, etc.). Evolis also markets a broad range of products and services for identifying people and goods: software for customizing cards (through the cardPresso subsidiary), a complete line of card accessories (through the Sogedex Accessories subsidiary), as well as signature pads and support services.

Based in Angers (France) with subsidiaries in Miami and Boston (United States), Mumbai (India), Singapore and Shanghai (China), Evolis is listed on the Paris Stock Exchange (Euronext Growth) and reported revenue of €80 million in 2017. The Company employs more than 375 people and markets its solutions in 140 countries around the world.